

Message Text

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ACTION EUR-06

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FM AMEMBASSY WARSAW

TO USDOC WASHDC

INFO C/SECSTATE WASHDC 8193

AMEMBASSY VIENNA

UNCLAS WARSAW 1544

E.O. 11652: N/A

TAGS: ETRD, PL

SUBJECT: TRADE OPPORTUNITY: POLISH INTEREST IN PURCHASES
OF CHEMICAL RAW MATERIALS

COMMERCE FOR BEWT

VIENNA FOR EWTC

1. DURING MEETING ON MARCH 4 BETWEEN FOREIGN TRADE MINISTER OLECHOWSKI AND THE AMBASSADOR, FOREIGN TRADE MINISTER REQUESTED ASSISTANCE IN CONTACTING U.S. COMPANIES WHICH MIGHT BE IN POSITION TO SUPPLY POLAND WITH CERTAIN TYPES OF PETROCHEMICAL AND ORGANIC CHEMICAL PRODUCTS WHICH NOW ARE IN SHORT SUPPLY IN POLAND. IN SOME INSTANCES, HE SAID, AMOUNTS INVOLVED WOULD NOT BE LARGE, BUT SUPPLIES WERE OF CRITICAL IMPORTANCE TO MANUFACTURING PROCESSES OF POLISH INDUSTRY. HE NOTED THAT POLISH EMBASSY IN WASHINGTON HAD BEEN INSTRUCTED IN MID-JANUARY TO WORK ON THIS MATTER, BUT APPARENTLY LITTLE HAD COME OF THIS THUS FAR. AMBASSADOR SAID THAT, WHILE IT SHOULD BE KEPT IN MIND THAT SUPPLY SITUATION WORLD-WIDE FOR MANY CHEMICAL PRODUCTS WAS ACUTE AT PRESENT, THE EMBASSY, WITH HELP OF COMMERCE DEPARTMENT, WOULD BE PLEASED TO DO WHATEVER MIGHT BE POSSIBLE TO ASSIST IN INFORMING U.S. COMPANIES.

2. AMBASSADOR SUBSEQUENTLY RECEIVED LETTER FROM

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OLECHOWSKI NOTING THAT POLISH CHEMICAL INDUSTRY PLANS TO

SEND DELEGATION TO THE U.S. TO EXPLORE POSSIBILITIES OF INCREASING PURCHASES OF SELECTED CHEMICAL PRODUCTS, AND ENCLOSING LIST OF PRODUCTS OF INTEREST. MINISTER REQUESTED THAT APPROPRIATE U.S. ORGANIZATIONS BE INFORMED OF THIS INITIATIVE.

3. FOLLOWING LIST WAS ENCLOSED WITH MINISTER'S LETTER, WHICH WAS DESCRIBED AS COVERING ONLY THE MAJOR ITEMS OF INTEREST:

CHEMICAL RAW MATERIALS FOR IMPORT FROM THE USA WITHIN THE PERIOD OF 1974-1977

NAME OF PRODUCE QUANTITY REQUIRED PER YEAR
(IN THOUSAND TONS)

1. TITANIUM DIOXIDE	10
2. ETHYLBENZENE	15
3. OCTANOL	20
4. LYSINE	5
5. HIGH-IMPACT POLYETHYLENE	10
6. PHTALIC ACID ANHYDRIDE	13
7. GRANULATED POLYSTYRENE	5
8. HIGH-IMPACT POLYSTYRENE	10
9. RESINS	(NO AMOUNT GIVEN)
PHENOLIC	
ALKYD	
VARNISH	
EPOXY	
PHENOLO-CRESOLIC (A-STAGE)	
MELAMINE-FORMALDEHYDE	

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10. CHOLOROPRENE RUBBER	8
11. BUTANOL	5
12. DIAN (SIC)	3
13. POLYURETHANES	10

14. PENTAERYTHRITE "R" 3

4. ACTION REQUESTED: COMMERCE REQUESTED TO INFORM
POTENTIAL U.S. SUPPLIERS AND ADVISE EMBASSY OF REACTIONS.
WE UNDERSTAND THAT NO DATE HAS YET BEEN SET FOR VISIT BY
POLISH CHEMICAL INDUSTRY, AND THAT DEFINITE PLANS WILL
DEPEND, IN PART AT LEAST, ON INTEREST EXPRESSED BY U.S.
INDUSTRY.

5. EMBASSY WILL INFORM SEPARATELY THE LOCAL OR EUROPEAN
OFFICES OF DOW CHEMICAL, MONSANTO, DUPONT, AND PHILLIPS
PETROLEUM, WHICH ALREADY ARE ACTIVE IN THIS MARKET.
DAVIES

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Disposition Approved on Date:
Disposition Authority: n/a
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